

## Press Release

### AdvanTel Networks announces expansion into Oregon and Washington

FOR IMMEDIATE RELEASE: April 15, 2009

San Jose, CA — AdvanTel Networks today announced it expanded its operations into the northwest region with the opening of a regional headquarters office in Vancouver, WA. AdvanTel Networks is an Avaya Platinum Business Partner, a leading global provider of business communications applications, software and services. The AdvanTel team has developed the comprehensive skills needed to help today's businesses transform their operations with Internet protocol (IP) telephony and reap the benefits of new Intelligent Communications applications.

AdvanTel Networks is also a Juniper Elite J-Partner for Enterprise Networks with expert engineers in Network Security further broadening their convergence abilities.

"We have been recognized by both Avaya and Juniper Networks as a key strategic partner on the West Coast," said Dan Ferguson, Vice President of Sales at AdvanTel Networks. "The Juniper Networks product portfolio allows AdvanTel to sell deeper into our traditional voice accounts. We now have a compelling data infrastructure story to tell our customers with Juniper's lower TCO and best of class technology. Combined with Avaya's superior voice platforms and applications, customers are now viewing AdvanTel as a trusted advisor for both their voice and data networks. We are very pleased to announce the ability to serve our customers in Oregon and Washington."

#### **Dedication to Excellent Customer Support**

"AdvanTel Networks is well positioned for continued success as we reach north of California," states Joe Twohy, Vice President of Operations at AdvanTel. "We have demonstrated expertise in sales, design and implementation and are excited about bringing our successful model to other territories. Whether functioning as an off site Information Technology Department or working directly with our client's IT professionals, we bring ideas and relevant solutions to achieve their business objectives. Our foundation as a service company has fortified us and our clients."

AdvanTel has consistently received top honors from Avaya, including a Level 3 Service Assessment certification, and individual certifications in IP Telephony Implementation, IP Telephony Maintenance, Messaging and Call Center certification, as well as certifications with Microsoft, Cisco, Extreme, HP Procurve and Juniper networking infrastructure.



### **About AdvanTel Networks**

AdvanTel Networks is a premiere technology solutions provider; designing, implementing and maintaining powerful converged communication networks for enterprise customers nationwide. From its offices in San Jose, Sacramento and San Francisco, California, and now Vancouver, Washington, AdvanTel has been building a reputation as a customer service oriented company since 1984. Their customers include Fortune 100 companies as well as the up and coming tech start-up. AdvanTel's experienced engineers and technicians are prepared to help your organization move to the next level with solutions for Security, LAN/ WAN design and installation; VOIP and Traditional voice solutions; Wireless LAN and WAN, as well as consultation and project management. For more information on AdvanTel Networks, contact them at 1-800-377-4911 or visit <http://www.advantel.com> .

### **About Avaya**

Avaya delivers Intelligent Communications solutions that help companies transform their businesses to achieve marketplace advantage. More than 1 million businesses worldwide, including more than 90 percent of the FORTUNE 500®, use Avaya solutions for IP Telephony, Unified Communications, Contact Centers and Communications-Enabled Business Processes. Avaya Global Services provides comprehensive service and support for companies, small to large. For more information visit the Avaya Web site: <http://www.avaya.com>.

### **About Juniper Networks**

Juniper Networks, Inc. is the leader in high-performance networking. Juniper offers a high-performance network infrastructure that creates a responsive and trusted environment for accelerating the deployment of services and applications over a single network. This fuels high-performance businesses. Additional information can be found at <http://www.juniper.net> .

Contact:  
Diana Wickman, AdvanTel Networks  
408-954-5113  
[dwickman@advantel.com](mailto:dwickman@advantel.com)

####

